AR28

Indal Limited

R.O.B.

12th Annual Report 1976

Indal Limited is a diversified North American industrial organization with 28 operating subsidiaries and divisions in Canada and nine subsidiaries in the United States. Founded in 1964 as a small extruder of aluminum and producer of cold rollformed metal products, it now employes 3,500 people at 43 Canadian and U.S. manufacturing and processing plants and 14 sales offices and warehouses.

Indal companies in Canada and the U.S. extrude aluminum, temper glass and produce a broad range of metal and wood products for the residential and non-residential construction and the home improvement and consumer markets. In Canada, they also recycle aluminum, produce steel stampings and containers for the automotive industry in the U.S. and Canada and also design and fabricate engineered aluminum products for government agencies and industrial customers. A metal trading company in Cleveland, Ohio, is also part of the Indal Group.

Indal's Canadian and U.S. plants consume annually more than $33 million worth of aluminum, more than seven million board feet of lumber, some $24 million worth of steel and several hundred acres of flat glass. Their output goes mainly to four markets: residential construction; home improvement and consumer; the automotive industry; and non-residential construction. Engineered aluminum products account for the balance.

Fifty-nine per cent of the outstanding common shares of Indal Limited are owned by The Rio Tinto-Zinc Corporation Limited, London, England, a world-wide mining and industrial group, through its wholly owned subsidiary, R.T.Z. Industries Limited, and 41 per cent are owned by the Canadian public.

Financial highlights

	1976	1975
Sales – Manufacturing operations	**$158,691,000**	$109,317,000
Net earnings	**$ 9,474,000**	$ 7,480,000
Earnings per common share	**$ 3.10**	$ 3.08
Average number of common shares outstanding	**3,030,000**	2,405,000
Dividends per common share	**91¾¢**	90¢
Common dividends paid	**$ 2,782,000**	$ 2,187,000
Cash flow from operations	**$ 18,175,000**	$ 13,543,000
Common shareholders' equity	**$ 49,279,000**	$ 42,280,000
Fixed assets	**$ 38,800,000**	$ 31,583,000
Working capital	**$ 35,152,000**	$ 24,733,000

Contents

Large sheet of architectural glass before tempering in horizontal furnace at Toledo, Ohio, plant of Tempglass, Inc., which began operating in October, 1976.

Corporate directory

Directors

DERMOT G. COUGHLAN
President, Indal Limited, Toronto
THOMAS H. EANSOR
President, Fabricated Steel Products (Windsor) Limited, Windsor
DEREK EDWARDS
Chairman and Chief Executive, Pillar Aluminium Limited, London, England
ROBERT B. LEESON
Chairman, Westland Metals Ltd., Vancouver
J. ROSS LeMESURIER
Vice-President, Wood Gundy Limited, Toronto
DONALD J. McDONALD
Executive Vice-President, The Investors Group, Winnipeg
GEORGE H. MONTAGUE
Vice-President, Talcorp Associates Limited, Toronto
JAMES A. PATERSON
Chairman and Chief Executive, R.T.Z. Industries Limited, London, England
J. DEREK RILEY
Chairman, Dominion Bronze Limited, Winnipeg
PETER G. SELLEY
Vice-President, Finance and Treasurer, Indal Limited, Toronto
WALTER E. STRACEY
Chairman and Chief Executive Officer, Indal Limited, Toronto
WILLIAM R. TUER, Q.C.
Partner, Borden & Elliot, Toronto

Officers

WALTER E. STRACEY
Chairman and Chief Executive Officer
DERMOT G. COUGHLAN
President
PETER G. SELLEY
Vice-President, Finance and Treasurer
K. ANDERAS EGGEN
Vice-President, Residential Building Products, Western Canada
JOHN D. MACKLEM
Vice-President, Aluminum Extruding and Recycling
J. NORMAN McKNIGHT
Vice-President, Residential Wood and Steel Products
IAN R. MOORE
Vice-President, Consumer Products and Glass Processing
JON N. LeHEUP
Vice-President, Corporate Development
JOHN D. HILLERY
Corporate Counsel
VINCENT J. HOWCROFT
Group Executive – Personnel
WILLIAM J. INGHAM
Chief Accountant
BRUCE P. MORINE
Controller
W. LYLE MUIR
Secretary and Assistant Treasurer
ROBERT A. POWELL
Group Engineer

Head office

52 Arrow Road, Weston, Ontario M9M 2L8
(effective May 1, 1977 – 4000 Weston Road, Weston, Ontario M9L 2W8)

Auditors

COOPERS & LYBRAND
Chartered Accountants

Principal bankers

THE TORONTO-DOMINION BANK
CANADIAN IMPERIAL BANK OF COMMERCE

General counsel

BORDEN & ELLIOT, Toronto
FRIED, FRANK, HARRIS, SHRIVER & JACOBSON, New York

Fiscal agents

WOOD GUNDY LIMITED, Toronto

Transfer agents and registrars

PREFERRED SHARES
CANADA PERMANENT TRUST COMPANY, Toronto
COMMON SHARES
THE ROYAL TRUST COMPANY, Toronto, Montreal, Winnipeg, Calgary, Regina and Vancouver

Report to the shareholders

Summary of the year

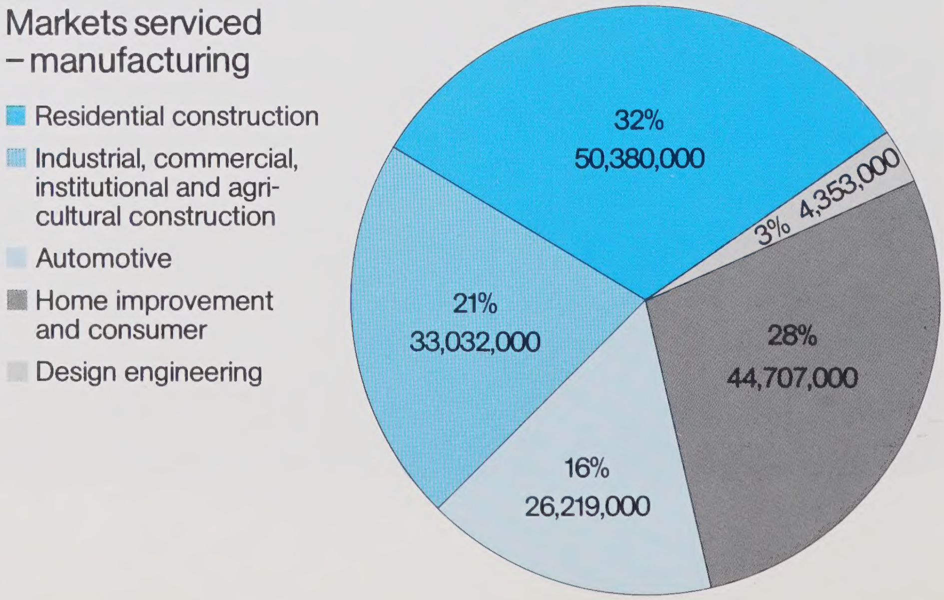
The year 1976 was probably the most significant in the 12 year history of the Indal Group. Solid increases were made in sales and earnings achieved, the range of products manufactured and the markets served.

The most noteworthy developments during the year were the Group's penetration into the United States building products market, with the start or acquisition of four new operations, and the opening of four new Canadian manufacturing plants, three of them in the province of Alberta. The two strongest markets served were residential construction in Canada, which had a record 270,000 housing starts, and the automotive industry which remained buoyant throughout the year. Consumer and home improvement markets had a satisfactory year, finishing at a higher level than they started, but non-residential construction, in the absence of significant new manufacturing investment, remained flat throughout. All of the Group's U.S. manufacturing operations produced encouraging results and the metal trading operation in Cleveland made another significant contribution to earnings.

Net earnings increased to $9.474 million ($3.10 per share on 3.030 million shares) from $7.480 million ($3.08 per share on 2.405 million shares) in the previous year. Group manufacturing sales were $158.691 million compared to $109.317 million in the previous twelve months. Metal trading sales, which are dealt with in a note to the accounts, were $236.404 million compared to $109.349 million in the previous year. The increase in Group manufacturing sales was forecast in last year's annual report but, as anticipated, was to an extent offset by an erosion of 2% in gross margins. The gross margin reduction was caused by a combination of increased competition in some markets, your Company's inability under A.I.B. regulations during most of 1976 to raise prices in certain subsidiaries, and by increased labour, raw material costs and factory expenses. Total Group expenses, as a percentage of sales, increased slightly over the previous year due mainly to an increase in financial costs.

The Canadian economy in 1976 was marked by considerable uncertainty and, in some areas of business, by stagnation. The anti-inflation legislation did contribute to some easing of pressures on prices but it also undermined the private sector's confidence in the short to medium term outlook. Many

Markets serviced – manufacturing



corporations reduced, cancelled or deferred capital programs and the Canadian economy exhibited little strength. The United States economy, on the other hand, showed a steady recovery from the previous year's recession.

During 1976 the Group encountered two significant labour disputes. One involved a strike in Calgary which began in 1975 and ended in June 1976 and the other a three-week strike in November at the Group's major extrusion operation in Toronto. These were the first serious labour problems experienced by your Company and they had an adverse impact on earnings.

Financial

The working capital of your Company which at the end of 1976 was $35.15 million, increased during the year by $10.42 million. In 1976, $8.89 million was spent on fixed assets and $4.04 million on the acquisition of shares in subsidiaries.

At the end of the year the financial position of your Company was sound and the balance sheet reflects this. We do not anticipate any difficulty in financing the immediate future growth of the Group.

Senior officers & management

A number of senior Group appointments were made during the year in order to strengthen both the corporate and operating management of the Group.

In June, to better co-ordinate and control the activities of a number of our subsidiaries, four of the senior operating personnel of the Group were appointed Vice-Presidents of the parent company with responsibilities for certain product or geographic areas. These were Mr. J. N. McKnight, Mr. K. A. Eggen, Mr. I. R. Moore and Mr. J. D. Macklem. At the same time Mr. J. N. LeHeup, C.A. was appointed to the new position of Vice-President, Corporate Development.

Other new corporate office appointments in 1976 were Mr. J. D. Hillery, B.A. Sc., LL.B., as Corporate Counsel and Mr. V. J. Howcroft, M.B.A., as Group Executive – Personnel. At the end of the year Mr. W. J. Ingham, C.A., was appointed Chief Accountant of the Group and subsequent to the end of the year, Mr. A. Karson, C.P.A., was appointed Controller, U.S. manufacturing operations.

The operating management of your Company also strengthened in 1976 as expansion brought six new senior operating managers into the Group. There were also two senior internal operating promotions. We believe that Indal's greatest strength is the calibre of its operating management. Their experience and enthusiasm has been a key ingredient in the success and growth of your Company in North America.

Corporate changes

During the year majority interests were acquired in several manufacturing companies in the United States. Effective July 1st, 85% of the stock of Replacement Products Industries Corporation, Philadelphia, manufacturers of replacement aluminum windows, was purchased. At the same date 70% of the equity in SealRite Industries Inc., Lincoln, Nebraska, a wood window and door manufacturer, was acquired. This corporation also produces insulating glass and, in Spokane, Washington, operates a cut-stock lumber plant. In October the company acquired a 60% equity interest in Alamo Aluminum Corp., Santa Clara, California, manufacturers of aluminum prime windows, patio doors and

insulating glass units. Late in the year, the company acquired a further 2½% of the equity of North American Die Casting Corp., Fredericksburg, Virginia.

With effect from the end of the year, the business of Indalex Limited, Toronto, a wholly owned subsidiary, was transferred to Indal Limited and is now being operated as a division.

Outlook

Varying economic conditions in the markets served by your Company in both Canada and the United States make it quite difficult to assess prospects for 1977. In Canada, anticipation of the easing or ending of anti-inflation controls and possible new investment incentives could result in a slight improvement in the economy during the second half of the year. Otherwise, real growth is expected to remain around 4%, the rate of inflation at about 7½% and the level of unemployment higher than in 1976.

The record number of housing starts in Canada in 1976 has left a substantial inventory of unsold houses on hand and mortgage rates, although decreasing, are still quite high. It is estimated that housing starts in 1977 will fall to around 230,000 with buoyancy expected only in the province of Alberta. Although this lower number of estimated housing starts for the year will make it more difficult to achieve increased sales of building products, your Group's prospects in this respect are improved by the plant expansions carried out in 1976 and previous years. These have broadened both the markets served and the range of products manufactured.

The Group's strongest activity in 1977 is likely to be the supply of steel components and fabricated containers to the United States automotive market which is enjoying an extremely buoyant period. Industry estimates are that car and truck production may total over 13 million units compared to 10 million units in the previous year. This substantial forecast increase will benefit your Group's automotive activities which were again expanded in 1976 and are being further expanded in 1977. The decline in value of the Canadian dollar will also assist both the competitive position and the earnings of Indal's automotive activities. In 1977, export sales to the United States of your Group's automotive products will total over $20 million.

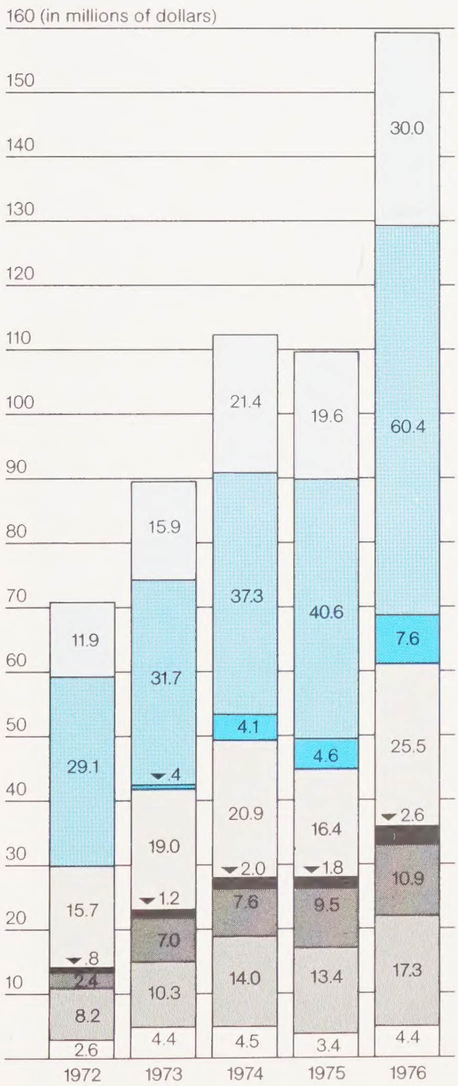
Your Group's market for its non-residential construction products in Canada is expected to show little or no growth in 1977. This is primarily a result of low business investment in manufacturing caused by the general economic and political uncertainty and the continuation of profit controls. Any upturn in this market is not anticipated until some months after the elimination of profit controls since even smaller capital investment projects take some time for implementation following the investment decision.

Indal's consumer and home improvement markets should benefit in 1977 from an expected increase of 4% in real terms in consumer spending.

The outlook for the United States economy is rather more encouraging although the extremely harsh winter weather will be a setback in the first few months of the year. Real growth in the United States is expected to be around 5½%, housing starts are expected to increase to around 1.7 million and expenditure on plant and equipment is forecast to increase by approximately

Manufacturing sales by products

- Aluminum Extrusions and Surface Finishings
- Doors, Windows, Ladders, Mobile Home Components and Hardware
- Glass
- Automotive
- Marine
- Commercial and Institutional Architectural Products
- Rollforming
- Design Engineering



8% in real terms. If its economy does perform at these levels, the United States will be in for a period of steady growth. Your Group now has seven operations in the United States and four of these were acquired or started in 1976. The timing of Indal's expansion into this new market has been most favourable and backed by economic indicators. By the end of 1976, approximately 25% of your Group's before tax profits were contributed from the United States and this proportion should increase in 1977.

Most shareholders will be aware that Indal's United States expansion has been under consideration for some years and was in fact mentioned over three years ago in a prospectus for the issue of new equity capital. This expansion is seen as a logical commercial objective for your Company, whose decentralized method of operation appears to have a strong appeal to United States businessmen. The removal of profit controls in Canada will result in a resumption by Indal of investment in Canadian opportunities that show the prospect of a proper return on investment but the fact that the Company has a strong Canadian base and a relatively small United States one, supports our contention that the major thrust of future growth will be in the United States.

Your Group's standards for new investment are most stringent and consistently applied. We look for proven and continuing management, for growth prospects in the market being served, and for a product or process of high quality. There is an added advantage if the raw material or product used in a potential new operation has integration possibilities throughout the Group.

A wholly-owned United States subsidiary, Indal Inc., is the holding company for the Group's United States investments and, for investment purposes, we have divided the United States into five separate industrial and geographic regions. The operating structure of the Group, based on a system of regional plants, makes it desirable to expand within natural regions where there are practical possibilities for inter-group trading and where management control can be facilitated.

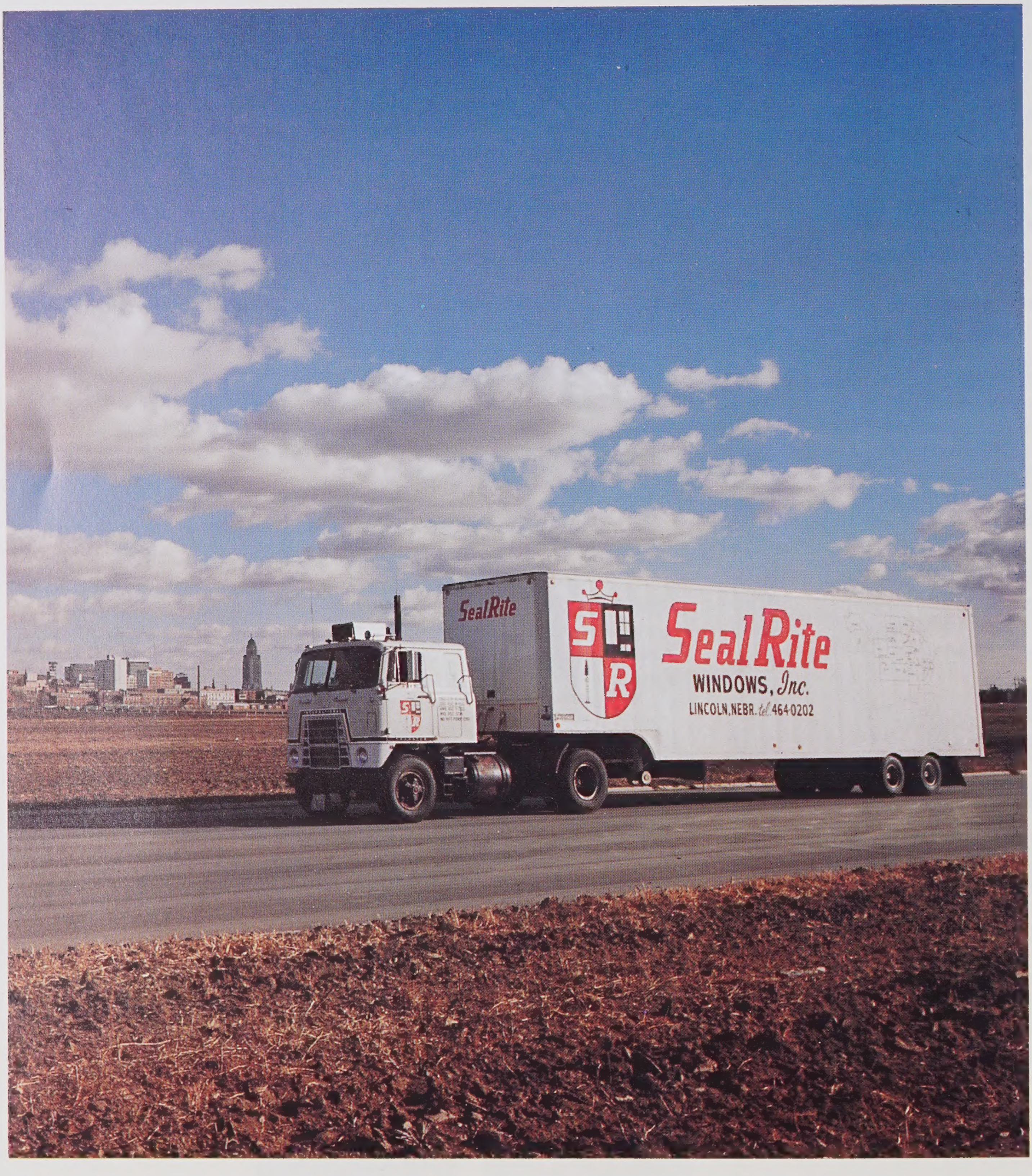
The first quarter of 1977 probably will be slow due mainly to seasonal factors accentuated by the harsh winter, but a continuation of your Company's progress is nevertheless anticipated through 1977. The depth and stability derived from your Group's increased diversification of products and markets and the strengthening of its management adds confidence to this belief.

In previous reports we have acknowledged the outstanding contribution by the management and employees of all Indal subsidiaries and this high standard was fully maintained in 1976. We would like to express our warmest appreciation to all those employees who made possible your Company's record results.

W. E. Stracey,
Chairman of the Board

D. G. Coughlan,
President

Truck operated by SealRite Windows, Inc., Lincoln, Neb., heads west with load of wood windows. It is one of a fleet which carries products direct to residential construction sites in the states of the U.S. Great Plains region.



Review of markets and operations

Residential construction

Airlite Glass Insulating
Alamo Aluminum
Alumiprime Division
Hialco Mfg Division
McKnight Window Industries
SealRite Windows
SealTemp Insulating Glass
Therma-Tru
Western Aluminum Products
Calgary Division
Winnipeg Division
Edmonton Division

Record Canadian sales, expansion into United States markets and the opening of new plants in Edmonton and Ottawa were highlights during 1976 of your Group's production and marketing of residential construction products.

The 270,000 Canadian housing starts benefitted all your Canadian operations producing wood and aluminum windows, patio doors, insulating glass units and steel entrance doors. The market for these products and high rise window systems was especially strong in Alberta where results were outstanding. The opening of a new Edmonton plant in the second half of the year increased sales in northern Alberta and the new wood window plant in Ottawa strengthened your Group's competitive position in two of Canada's best regional markets for windows and doors.

Your Group's entry into the United States residential construction market became effective July 1 and both the Lincoln, Neb. and Santa Clara, Calif. operations had satisfactory results. The Lincoln company markets its wood windows, patio doors and insulating glass units in the 11 states of the Great Plains region and the California company sells most of its aluminum prime windows and patio doors to building contractors in the San Francisco Bay market.

Home improvement and consumer products

Brampton Aluminum Products
Fashion Grilles Division
Indal Products
Rebmec Division
Lite Metals Division
Marine Division
Replacement Products Industries

Canadian sales of storm doors and windows and United States sales of replacement windows and doors were strengthened in 1976 by positive consumer reaction to energy conservation.

Your Group entered the U.S. replacement market in July and results of the newly-acquired operation near Philadelphia were fully up to expectations. The replacement window and door industry, which is relatively new in the United States and almost non-existent in Canada, caters to owners of older houses, apartment units and commercial buildings and its markets are expanding as more properties become 15 or more years old.

Sales of the Group's aluminum ladders, aluminum boats and components for the recreational vehicle industry suffered from depressed conditions in these industries and from increased competition. The Glastron distributorship for fibreglass pleasure boats was again profitable, however, and sales of shower-tub enclosures benefitted from recovery of a major chain store contract for supplying this product.

Older houses like those in this Philadelphia neighbourhood provide market for replacement windows fabricated by Replacement Products Industries Corporation, Cornwells Heights, Pa.

Extrusions and aluminum recycling

Indalex Division
Indalloy Division
Royal Aluminum

Extrusion sales in Canada slightly exceeded forecasts but results at Indalex suffered from the effects of the strikes at the Calgary and Toronto plants and market resistance to price increases necessitated by higher raw material costs.

In California, your Group's United States extrusion operation completed a successful first year as an Indal company. The market was strong and the subsidiary's earnings were in line with forecasts at the time of acquisition.

The aluminum recycling operation in Toronto experienced normal start-up problems associated with a complex metallurgical process but overall results confirm that the addition of this plant has been one of your Group's most significant expansions. The costs of converting aluminum scrap, or a mixture of scrap and prime metal, to secondary aluminum billet are expected to decline further as the plant achieves further increases in production.

Non-residential construction

Commercial Aluminum Division
Dominion Bronze
Eastland Metals
Westland Metals

Depressed conditions in non-residential construction, outside of Alberta, adversely affected industrial sales of steel roof deck and wall cladding during 1976. In British Columbia and eastern Canada, however, Group companies producing these products generated good volume in agricultural sales. In Alberta, which experienced an excellent year for non-residential construction, a new cold rollforming plant was opened in Edmonton in the second half of the year and its sales exceeded expectations.

A downturn in the construction of commercial and institutional buildings in most parts of Canada created difficult conditions for Toronto and Calgary Divisions producing aluminum store fronts and other aluminum architectural

Tempered glass backwall of Mississauga Racquet Club's squash court permits 200 spectators to see fast-action game. Other squash courts using architectural glass tempered by Tempglass Limited, Toronto, are in Ottawa and at Mirabel Airport, Montreal.

systems. Start-up problems at the Calgary Division's new plant, however, were overcome and this facility is expected to increase the Division's share of the market in 1977.

The Winnipeg operation producing curtain wall and architectural metalwork experienced a slow start in 1976 but completed the year with outstanding results. A buoyant market in Alberta and good business conditions in Manitoba contributed to this performance.

Automotive

Fabricated Steel Products
Fairmont Plating (Alta)
Fairmont Plating (Man)

The automotive products company in Windsor completed a highly successful year as its exports of metal stampings and containers to the United States car and truck industry increased 65% over those in 1975. The company's results were made possible by the recent expansion of the Windsor plant and the high levels of car and truck production in the United States.

The bumper recycling industry continued in a depressed state during 1976. Earnings of your Group's bumper recycling operations in Alberta and Manitoba, however, were maintained at levels which provided satisfactory returns on equity.

Design engineering

Dominion Aluminum Fabricating

A serious short-fall in sales of engineered aluminum structures and poor gross margins on some orders booked during the depressed conditions of the previous year made 1976 a difficult year for this Toronto operation. Changes in design of the prototype helicopter hauldown systems being developed for the United States Navy caused further delays in the projected delivery programme. Sales of hauldown systems to the U.S. and other navies will continue through the mid 1980's and should make an increasing contribution to results.

Contracts for the fabrication of aluminum cabinets to house reactors in nuclear power stations in Ontario and New Brunswick were among those booked during the year. Deliveries of the cabinets will extend into 1980.

Tempered glass

Tempglass, Inc.
Tempglass Limited

The custom glass tempering plant in Toledo, Ohio, began production in October, 1976 and the volume of glass processed exceeded expectations. Customer acceptance of its optically superior architectural glass has been enthusiastic and enquiries have been received from all parts of the United States.

In Canada, prices on standard-size tempered glass remained depressed throughout the year and the demand for tempered architectural glass was slack due to the depressed state of non-residential construction. Both conditions adversely affected results of your Group's Canadian glass tempering operation.

Workmen at Dominion Aluminum Fabricating, Mississauga, Ont., assemble giant, vertical axis wind turbine built for operation by Hydro-Quebec on Isle Magdalene, Que. As alternative source of electricity, turbine will reduce fuel consumption by island's diesel-powered generating station.

Metal trading

Rio Indal

Earnings of Rio Indal were substantially larger than in 1975. The metal trading company achieved a record volume of sales but margins were low as buyers of aluminum sought to offset the sharply increased list prices of producers of prime metal.

Other activities

Custom Rollforming
Custom Zinc Die Casting
North American Die Casting
RAM Partitions

Both the United States and Canadian zinc die casting operations experienced a successful year as demand for door and window components increased as a result of Canada's record number of housing starts and the upturn in the United States economy. The Fredericksburg operation is broadening its product line and has made plans to expand its production capacity.

General market conditions for demountable walls and landscape partitions suffered as a result of high vacancy rates in office buildings. Results of the Toronto company producing these products were nevertheless excellent. Its recent acquisition of an interlocking furniture and screen series is expected further to increase sales in 1977.

Residential steel entrance door is one of several new models featured in sales catalogue of Therma-Tru Limited, Toronto.

Corporate Vice-Presidents and Officers

Photos clockwise from top and reading left to right:

Ian. R. Moore, Vice-President, Consumer Products and Glass Processing; J. Norman McKnight, Vice-President, Residential Wood and Steel Products; Vincent J. Howcroft, Group Executive – Personnel; John D. Macklem, Vice-President, Aluminum Extruding and Recycling; K. Anderas Eggen, Vice-President, Residential Building Products, Western Canada.

Robert A. Powell, Group Engineer; Jon N. LeHeup, Vice-President, Corporate Development.

W. Lyle Muir, Secretary and Assistant Treasurer; John D. Hillery, Corporate Counsel

William J. Ingham, Chief Accountant; Bruce P. Morine, Controller; Peter G. Selley, Vice-President, Finance and Treasurer

Indal Limited

Consolidated statement of earnings and retained earnings for the years ended December 31

Earnings

	(in thousands of dollars) 1976	1975
Sales from manufacturing operations (note 3)	**$158,691**	$109,317
Cost of manufacturing sales	**115,698**	77,542
Gross profit from manufacturing operations	**42,993**	31,775
Gross profit from metal trading (note 3)	**5,210**	3,342
	48,203	35,117
Expenses	**29,489**	19,880
Selling and distribution	**12,559**	8,498
Administration	**13,378**	9,359
Financial	**3,552**	2,023
	18,714	15,237
Other income less expenses	**479**	(119)
Earnings before income taxes (note 4)	**19,193**	15,118
Income taxes (note 5)	**8,452**	6,840
Earnings after income taxes and before minority shareholders' interest	**10,741**	8,278
Minority shareholders' interest	**1,267**	798
Net earnings	**$ 9,474**	$ 7,480
Earnings per common share		
Basic	**$ 3.10**	$ 3.08
Fully diluted (note 6)	**$ 2.89**	$ 2.81

Retained earnings

	1976	1975
Balance – beginning of year	**$ 17,901**	$ 12,866
Net earnings	**9,474**	7,480
	27,375	20,346
Dividends paid		
Preferred shares	**72**	77
Common shares	**2,782**	2,187
Share issue expenses, less related income tax reduction	**–**	181
	2,854	2,445
Balance – end of year	**$ 24,521**	$ 17,901

Consolidated balance sheet as at December 31

Assets

	1976	1975
	(in thousands of dollars)	
Current assets		
Accounts receivable –		
Manufacturing	**$ 28,709**	$ 20,499
Metal trading	**27,249**	17,095
Inventories (notes 7 and 12)	**35,168**	29,687
Other accounts receivable and prepaid expenses	**2,426**	2,069
	93,552	69,350
Fixed assets – at cost		
Land	**3,430**	3,105
Buildings	**15,618**	11,972
Machinery and equipment	**25,563**	20,949
Leasehold improvements	**1,905**	1,613
Office furniture and equipment	**1,394**	1,191
Motor vehicles	**3,181**	2,389
	51,091	41,219
Accumulated depreciation	**13,853**	10,778
	37,238	30,441
Tools and dies – at cost, less amortization	**1,562**	1,142
	38,800	31,583
Intangible assets		
Excess of cost of investments over book value of net assets (note 2)	**12,170**	11,074
Deferred charges, less amortization (note 8)	**1,281**	755
	13,451	11,829
	$145,803	$112,762

Signed on behalf of the Board
D. G. Coughlan, Director
W. E. Stracey, Director

Liabilities

	(in thousands of dollars) 1976	1975
Current liabilities		
Bank advances (note 9)	**$ 13,240**	$ 2,002
Accounts payable –		
Manufacturing	**10,364**	10,871
Metal trading	**20,136**	15,549
Affiliates	**928**	5,632
Other accounts payable and accrued charges	**6,693**	6,750
Income and other taxes payable	**4,640**	2,631
Deferred income taxes relating to current assets	**860**	860
Current portion of long-term debt (note 10)	**1,539**	322
	58,400	44,617
Long-term debt less current portion (note 10)	**26,284**	18,319
Deferred income taxes	**6,284**	3,988
Minority shareholders' interest in subsidiary companies	**4,389**	2,308
	95,357	69,232

Shareholders' equity

Capital stock (note 11)		
Authorized –		
166,670 cumulative preferred shares of the par value of $10 each, issuable in series, of which 70,000 have been designated as Series A and 46,670 as Series B		
5,000,000 common shares of no par value		
Issued and fully paid –		
116,670 6% Series A and B preferred shares redeemable at 103%	**1,167**	1,250
3,045,760 common shares	**24,758**	24,379
Retained earnings	**24,521**	17,901
	50,446	43,530
	$145,803	$112,762

AUDITORS' REPORT TO THE SHAREHOLDERS

We have examined the consolidated balance sheet of Indal Limited as at December 31, 1976 and the consolidated statements of earnings and retained earnings and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these consolidated financial statements present fairly the financial position of the company as at December 31, 1976 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Toronto, Ontario
February 2, 1977

Coopers & Lybrand
Chartered Accountants

Indal Limited

Consolidated statement of changes in financial position for the years ended December 31

		(in thousands of dollars) 1976	1975
Source of funds			
Operations –			
Net earnings before minority shareholders' interest		**$ 10,741**	$ 8,278
Items not affecting funds –			
Depreciation and amortization		**5,077**	3,400
Deferred income taxes		**2,258**	1,779
Amortization of excess of cost of investments over book value of net assets		**99**	86
		18,175	13,543
Proceeds from sale of fixed assets		**833**	789
Issue of long-term debt		**9,198**	3,706
Issue of common shares		**380**	7,748
Investment by minority shareholders		**150**	150
Total source of funds		**28,736**	25,936
Application of funds			
Purchase of fixed assets		**8,885**	10,036
Acquisition of shares in subsidiaries (note 2)	$4,043		
Less: Working capital acquired	2,523	**1,520**	1,190
Acquisition of net assets by subsidiary		**–**	894
Dividends – preferred shares		**72**	77
– common shares		**2,782**	2,187
Dividends to minority shareholders in subsidiary companies		**335**	503
Redemption of preferred shares		**54**	65
Retirement of long-term debt		**3,389**	828
Additions to deferred charges		**1,079**	364
Other		**201**	196
Total application of funds		**18,317**	16,340
INCREASE IN WORKING CAPITAL		**$ 10,419**	$ 9,596
Changes in elements of working capital			
WORKING CAPITAL – BEGINNING OF YEAR		**$ 24,733**	$ 15,137
Current assets – increase			
Accounts receivable and prepaid expenses		**18,721**	11,725
Inventories		**5,481**	5,727
		24,202	17,452
Current liabilities – (increase)/decrease			
Bank advances and current portion of long-term debt		**(12,455)**	8,039
Accounts payable and accrued charges		**681**	(17,456)
Income and other taxes payable		**(2,009)**	1,561
		(13,783)	(7,856)
NET INCREASE IN WORKING CAPITAL		**10,419**	9,596
WORKING CAPITAL – END OF YEAR		**$ 35,152**	$ 24,733

Notes to consolidated financial statements for the year ended December 31, 1976

1. Accounting policies

Basis of consolidation

The consolidated financial statements include the accounts of the Company and all subsidiaries (companies more than 50% owned). All material intercompany items and transactions between consolidated companies, including profits in inventories, have been eliminated. It is the policy of the Company not to amortize the excess of cost of investments over book value of net assets in respect of acquisitions before January 1, 1974 or pursuant to agreements entered into before that date. Excess costs arising as a result of acquisitions or agreements entered into after January 1, 1974 are amortized to earnings by the straight-line method over their estimated lives, or forty years, whichever is the lesser.

Translation of foreign currencies

Assets and liabilities in U.S. funds are converted to Canadian funds at the rate of exchange prevailing at the year end. Income and expenses in U.S. funds are converted to Canadian dollars at a rate approximating the average rate of exchange prevailing during the year. Exchange adjustments, not significant in amount, are included in earnings.

Inventories

Raw material inventories are valued at the lower of cost and replacement cost and other inventories are valued at the lower of cost and net realizable value. Cost is determined on a first-in, first-out basis.

Fixed assets

Fixed assets are stated at acquisition cost, including transportation and installation charges. Depreciation is computed on a straight-line basis at rates which will write off the respective assets over their estimated useful lives as follows:

Buildings	20 to 40 years	Office furniture and equipment	7 to 10 years
Machinery and equipment	8 to 10 years	Tools and dies	2 to 10 years
Leasehold improvements	life of lease	Motor vehicles	4 years

Maintenance and repairs

Maintenance and repairs of a routine nature are charged to earnings while those expenditures which improve or prolong the useful lives of assets are capitalized.

Deferred charges

Preproduction costs are amortized over 1 to 5 years. New product development costs are charged to earnings in the period in which they are incurred. Debenture issue expenses are amortized over the term of the debenture. Patents and licences are amortized over their estimated useful lives.

Income taxes

The Company accounts for income taxes using the deferral method of tax allocation, under which income taxes are provided in the year in which transactions affect net income, regardless of when such items are recognized for tax purposes. Timing differences giving rise to deferred income taxes relate primarily to:

- Depreciation, amortization and deferred charges – where the cumulative amounts claimed for tax purposes exceed the amounts booked.
- Accounts receivable holdbacks – which are not taxed until actually received.
- Prepaid expenses – which are claimed for tax purposes when incurred.

Pension plan

The company accounts for current pension costs on an accrual basis and past service costs are amortized and funded over periods not exceeding 16 years.

Earnings per share

Earnings per share are calculated using the weighted average number of shares outstanding during the year.

2. Excess of cost of investments over book value of net assets

The results of operations reflect the purchase of three businesses during 1976 from the effective dates of acquisition. The following is a summary of the disposition of the purchase consideration relating to each purchase.

	Effective date of acquisition	Percent of equity acquired	Total assets acquired	Total liabilities acquired	Minority interest in net assets	Cash consideration	Goodwill
			(in thousands of dollars)				
Alamo Aluminum Corp.	Oct. 1	60%	431	288	57	234	148
Replacement Products Industries Corporation	July 1	85%	3,875	2,762	167	1,839	893
SealRite Industries Inc.	July 1	70%	4,270	1,676	778	1,944	128

Alamo Aluminum Corp. is located in Santa Clara and fabricates aluminum products. Replacement Products Industries Corporation, situated in Philadelphia, Pennsylvania manufactures replacement window and door products, while SealRite Industries Inc. operates a wood window plant in Lincoln, Nebraska and a cut-stock lumber plant in Spokane, Washington.

During the year the Company also purchased an additional 2½% of the equity of North American Die Casting Corp. The consideration paid exceeded the proportionate net book value of the subsidiary's assets by $26,000.

During 1976 $99,000 of the excess of cost of investment over book value of net assets was amortized. In addition, $289,000 was provided to cover goodwill which may arise on the exercise of the option of the minority shareholding of Rio Indal, Inc. to require the Company to purchase the remaining minority interest. The accumulated amount provided for this purpose now totals $1,474,000.

3. Sales

Sales by major categories were:

	1976	1975
Aluminum extrusions and surface finishings	**$ 29,961,000**	$ 19,627,000
Doors, windows, ladders, mobile home components and hardware	**60,448,000**	40,568,000
Glass	**7,574,000**	4,626,000
Automotive	**25,540,000**	16,372,000
Marine	**2,626,000**	1,757,000
Commercial and institutional architectural products	**10,901,000**	9,507,000
Rollforming	**17,288,000**	13,419,000
Design engineering	**4,353,000**	3,441,000
Manufacturing sales	**158,691,000**	109,317,000
Metal trading sales	**236,404,000**	109,349,000
	$395,095,000	$218,666,000

4. Earnings before income taxes

Earnings before income taxes are stated after charging:

	1976	1975
Depreciation and amortization	$ 5,077,000	$ 3,400,000
Interest on bank advances	1,084,000	710,000
Interest on long-term debt	2,063,000	1,387,000
Rent on leased premises	1,242,000	995,000
Remuneration of directors and senior officers –		
(i) During the year the company had 12 directors (13 in 1975) and 10 officers (6 in 1975), 3 of whom were also directors. 3 directors and 3 officers (none in 1975) were also officers of subsidiaries.		
(ii) Aggregate remuneration as directors amounted to	20,000	20,000
(iii) Aggregate remuneration paid by the company and its subsidiaries to officers amounted to:		
(a) Indal Limited	548,000	378,000
(b) Subsidiaries	497,000	212,000

5. Income taxes

The income taxes based on the earnings for the year are made up of:

	1976	1975
Income taxes payable	$ 6,194,000	$ 5,061,000
Deferred income taxes	2,258,000	1,779,000
	$ 8,452,000	$ 6,840,000

6. Dilution of earnings per common share

Fully diluted earnings based on the exercise of all stock options and conversion of all the convertible debentures would be $2.89 per share, assuming that the potential proceeds of $1,334,000 on exercise of stock options would yield income equal to the interest rate on the convertible debentures.

7. Inventories

	1976	1975
Raw material	$ 22,667,000	$ 21,409,000
Work in Progress	2,425,000	2,212,000
Finished goods	10,076,000	6,066,000
	$ 35,168,000	$ 29,687,000

8. Deferred charges less amortization

	1976	1975
Preproduction costs	$ 956,000	$ 454,000
Debenture issue expenses	321,000	295,000
Patents and licences	4,000	6,000
	$ 1,281,000	$ 755,000

During the year total expenditures capitalized in respect of deferred charges were $1,151,000 and items amortized totalled $625,000.

9. Bank advances

Bank advances are secured by the pledge of accounts receivable and, in certain subsidiaries, by inventories.

10. Long-term debt

	1976	1975
8½% Sinking Fund Debentures, Series A, secured by a pledge of certain assets of the company and shares of certain subsidiaries, due on March 15, 1993 with annual repayments by way of sinking fund of $200,000 in 1978 to 1980, $300,000 in 1981 to 1984, $400,000 in 1985 to 1988 and $550,000 in 1989 to 1992	**$ 7,500,000**	$ 7,700,000
Prime plus 1% Series B Debenture, secured by a pledge of certain assets of the company and shares of certain subsidiaries, repayable quarterly over 3 years, commencing September 30, 1977	**5,000,000**	–
9½% Convertible Debentures, Series A, due on March 1, 1980, convertible by the holders at any time up to that date into common shares of the company at $11.57 per share	**1,870,000**	2,000,000
Industrial Development Series A Bonds, maturing on May 1 of each year until 1989 with repayments by way of Sinking Funds; with total repayment of U.S. $265,000 within 5 years at 6% – 6.375%, U.S. $375,000 within 5 - 10 years at 6.375% - 6.875% and U.S. $285,000 after 10 years at 7 - 7.25%	**925,000**	–
Mortgages maturing –		
Within 5 years, 9¾% to 12½%	**$ 1,552,000**	$ 225,000
in 5 - 10 years, 8%	**453,000**	–
after 10 years, 4% to 11½% (including $1,476,000 in U.S. funds)	**7,151,000**	5,928,000
Prime rate plus 1% bank term loans, principal repayable in 12 equal quarterly instalments commencing on September 30, 1977	**–**	2,366,000
Prime rate plus 1½% bank term loans, secured by a pledge of shares of certain U.S. subsidiaries, repayable in 13 semi-annual instalments of U.S. $130,000 final payment of U.S. $110,000 commencing March 30, 1977	**1,800,000**	–
Prime rate plus 1¾% bank term loan, secured by a pledge of the shares of a U.S. subsidiary, repayable in quarterly instalments over 5 years commencing January 30, 1978	**$ 800,000**	$ –
Other (including $183,000 from a director)	**772,000**	422,000
	$ 27,823,000	$ 18,641,000
Less: Portion due within one year	**1,539,000**	322,000
	$ 26,284,000	$ 18,319,000

Repayments of long-term debt over the next five years are as follows:

1977	**$ 1,539,000**
1978	**2,685,000**
1979	**2,719,000**
1980	**3,766,000**
1981	**1,141,000**

11. Capital stock

(a) Changes in capital stock

The following changes in the issued capital stock were effected during 1976:

	Number of Shares	Amount
(i) 6% PREFERRED SHARES		
December 31, 1975	125,003	$ 1,250,000
Redemptions	8,333	83,000
December 31, 1976	116,670	$ 1,167,000
(ii) COMMON SHARES		
December 31, 1975	3,008,592	$ 24,379,000
Exercise of stock options	25,933	249,000
Conversion of Debentures	11,235	130,000
December 31, 1976	3,045,760	$ 24,758,000

(b) Common shares reserved for issue

(i) STOCK OPTIONS

At December 31, 1976, there were outstanding options to purchase 116,527 common shares (including 24,627 to directors and senior officers) of which options on 29,050 shares are exercisable at $13.95 per share and the balance between $7.65 and $12.95 per share. These options expire at various times between 1977 and 1983.

(ii) CONVERTIBLE DEBENTURES

At December 31, 1976, 161,626 common shares (1975 – 172,861) were subject to issuance at $11.57 per share under the conversion rights attaching to the 9½% Convertible Debentures.

12. Purchase commitment

The Company and a wholly owned subsidiary entered into contracts during the year with a banking consortium whereunder they agree at such time as they elect, but within a period of three years, to purchase aluminum and steel which they had sold to the consortium (the owner). In the event that the metal is not repurchased prior to December 31, 1977, "the owner" shall cause the Company and its subsidiary to repurchase the metal in twelve equal monthly instalments commencing January 21, 1978. The amount of the commitment representing the aggregate acquisition cost to the owner was $8,982,000 at December 31, 1976. The Company and its subsidiary pay and, in order to provide accounting compatibility with their practice for owned inventories, expense currently charges equivalent to storage and financing costs.

13. Contingent liabilities and commitments

(a) The Company has agreed to acquire, on request from the present minority shareholders of ten subsidiaries, their shareholdings in these companies at prices based on the profits earned by such subsidiaries. In respect of five subsidiaries these rights were not yet exercisable at December 31, 1976 and hence the potential cost cannot be determined. For those subsidiaries on which these rights may be exercised, the cost based on profits to December 31, 1976 would be approximately $3,857,000.

(b) The unfunded liability for past service costs in connection with the Company's pension plan at December 31, 1973 was estimated to be $210,000. This amount is being funded over 16 years. An independent actuarial valuation as of December 31, 1976 is in process.

(c) Minimum annual rentals under contracts for lease of premises amount to $1,375,000, of which $775,000 relates to leases expiring after December 31, 1981.

14. Anti-inflation legislation

The Company is subject to restraint of profit margins, prices, dividends and compensation under the terms of the Anti-Inflation Act and Regulations. At present the Company is paying the maximum quarterly dividend allowed of 24.25 cents per share.

Indal Limited

Ten year financial summary

Sales – manufacturing operations
Sales – metal trading
Gross profit – manufacturing operations
Gross profit – metal trading
Earnings before income taxes
Net earnings for the period
Preferred dividends paid
Average number of common shares outstanding
Earnings per common share (after preferred dividends)
Dividend paid per common share
Common dividends paid
Working capital
Current ratio
Fixed assets
Total assets
Asset turnover ratio
Common shareholders' equity
Equity per common share
Purchase of fixed assets
Depreciation of fixed assets
Cash flow from operations

(1) The 1971 and 1970 figures have been adjusted to reflect the inclusion of Western Aluminum Products, a partnership in which the Company had a 50% interest.

(2) Certain immaterial amounts have been reclassified in presenting the 1969 net earnings.

(3) Before crediting an extraordinary item of $143,029 (equivalent to $0.17 per common share).

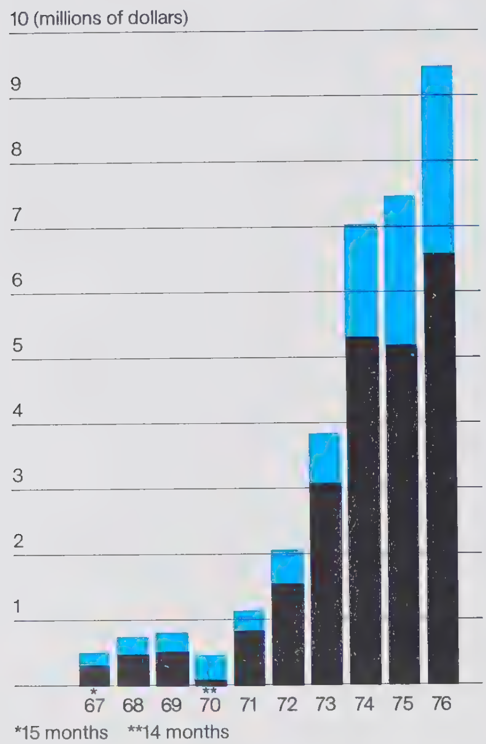
(4) Five quarterly dividends were paid during the period.

(in thousands of dollars)

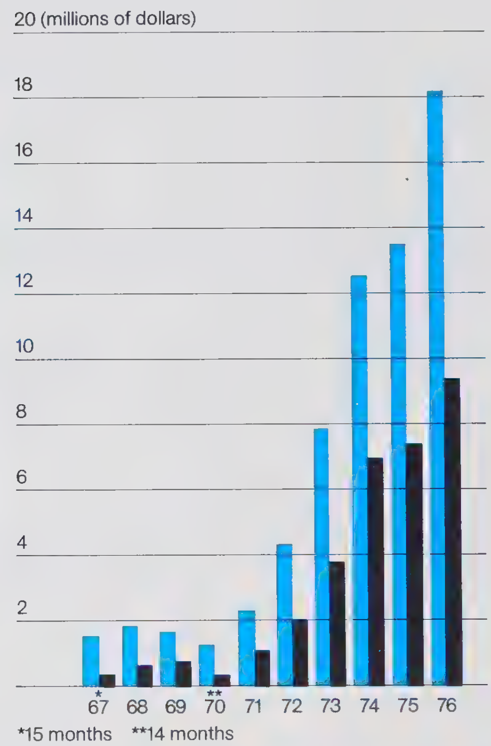
1976	1975	1974	1973	1972	1971	1970 (14 months)	1969	1968	1967 (15 months)
158,691	109,317	111,824	89,904	70,689	43,122[1]	34,910[1]	26,077	20,760	19,812
236,404	109,349	75,741	36,229	–	–	–	–	–	–
42,993	31,775	30,859	21,819	16,214	10,142[1]	7,829[1]	5,853	4,696	3,862
5,210	3,342	5,040	1,379	–	–	–	–	–	–
19,193	15,118	15,519	8,625	4,927	2,875[1]	1,317[1]	1,891	1,833	1,413
9,474	7,480	7,037	3,855	2,098	1,163	473	834[2]	783[3]	517
72	77	83	87	93	98	129[4]	109	114	149[4]
3,030,058	2,404,622	1,987,767	1,563,315	1,385,316	955,673	951,046	917,127	826,537	618,403
$ 3.10	$ 3.08	$ 3.50	$ 2.41	$ 1.45	$ 1.12	$ 0.37	$ 0.79	$ 0.81	$ 0.60
91¾¢	90¢	77½¢	42½¢	30¢	20¢	25¢[4]	20¢	20¢	–
2,782	2,187	1,594	661	410	191	237	178	165	–
35,152	24,733	15,137	6,935	5,127	3,475	4,305	1,955	2,380	1,388
1.6:1	1.6:1	1.4:1	1.1:1	1.3:1	1.3:1	1.6:1	1.2:1	1.4:1	1.3:1
38,800	31,583	24,711	19,804	10,590	5,510	4,036	5,043	3,836	3,213
145,803	112,762	87,380	86,599	44,606	27,874	21,919	21,011	16,902	13,443
1.1	1.0	1.3	1.0	1.6	1.5	1.6	1.2	1.2	1.5
49,279	42,280	29,497	18,473	14,715	7,496	6,607	6,486	4,344	3,657
$16.18	$14.05	$13.63	$11.62	$ 9.58	$ 7.84	$ 6.94	$ 6.84	$ 5.22	$ 4.43
8,885	10,036	8,035	7,892	4,350	2,582	1,331	1,941	907	1,191
4,452	3,274	2,846	2,371	1,789	1,125	1,168	954	714	686
18,175	13,543	12,543	7,884	4,327	2,348	1,238	1,735	1,918	1,601

Financial charts

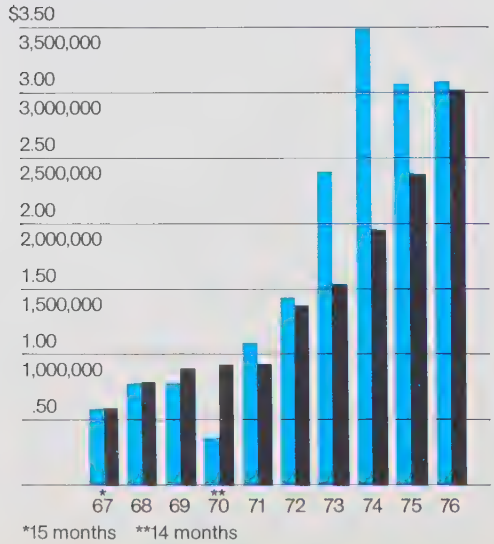
Net earnings
Dividends
Retained



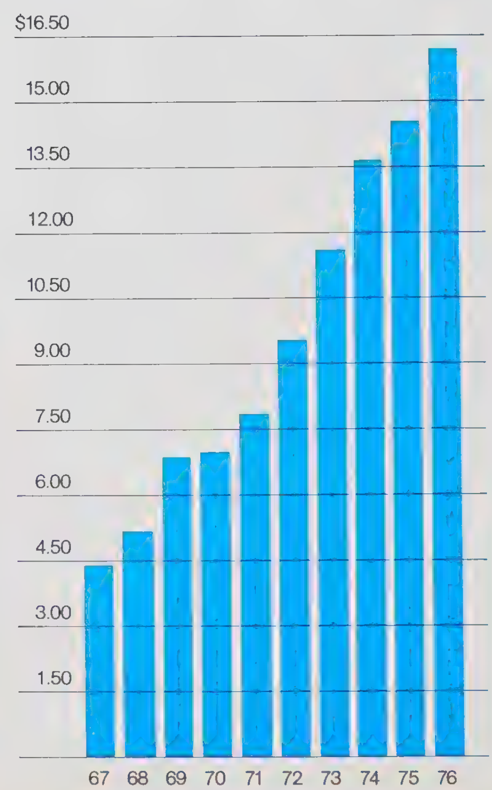
Cash flow from operations
Net earnings



Earnings per common share
Average number of common shares outstanding

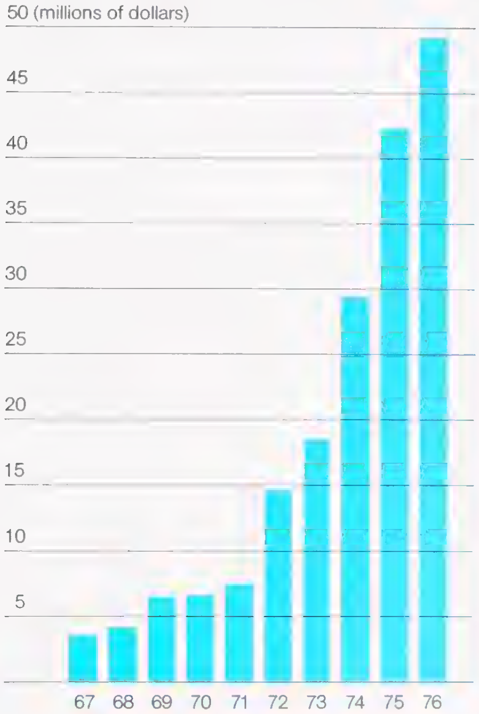


Equity per common share

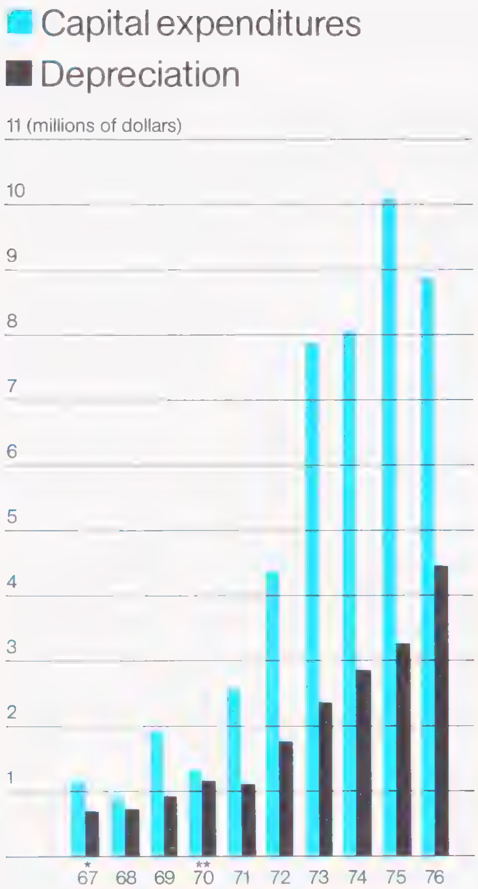


Financial charts

Common shareholders' equity

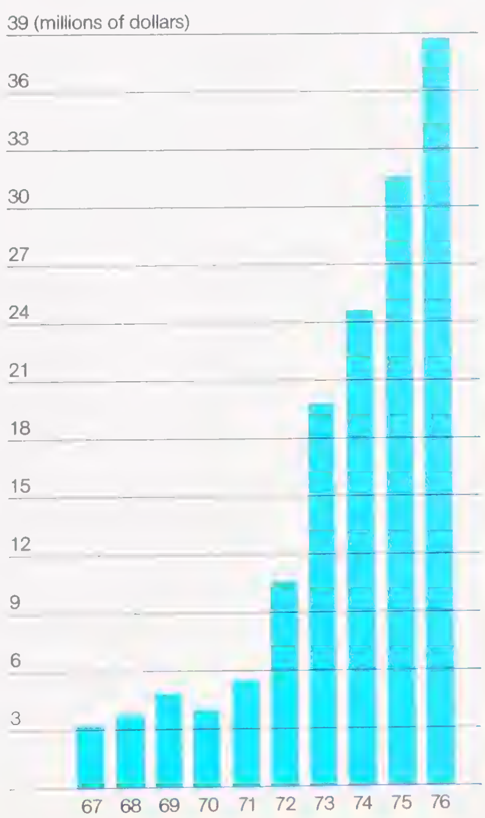


Capital expenditures / Depreciation

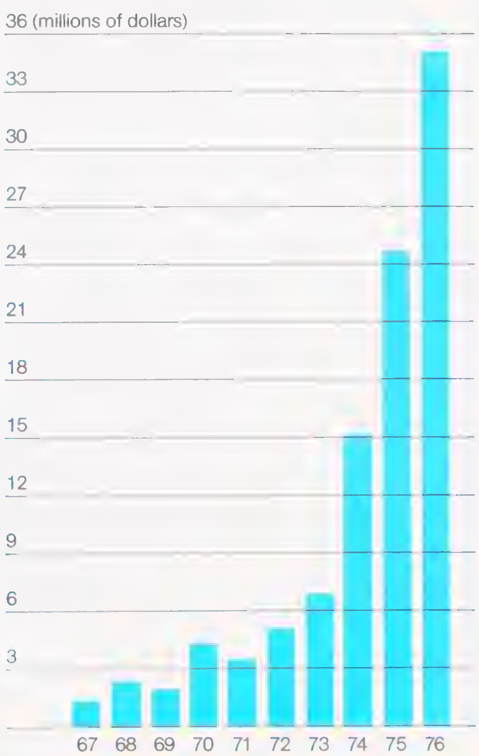


*15 months **14 months

Fixed assets



Working capital



Aluminum recycling plant of Indalloy Division, Toronto, combines scrap from Indalex Division plants with prime metal to produce secondary billet for extrusions.

Operating subsidiaries and divisions

CANADA

	% of equity attributable to the company	
Insulating glass units	**75**	**AIRLITE GLASS INSULATING LIMITED, Toronto** J. Shapiro, President A. Adler, Assistant General Manager
Aluminum prime windows and patio doors	**100**	**ALUMIPRIME Division, Toronto** H. Lazar, President J. P. McGeown, General Manager
Aluminum patio, mirror and tub doors, and travel trailer components	**100**	**BRAMPTON ALUMINUM PRODUCTS LIMITED, Brampton** J. E. Faveri, President P. Ruttiman, Vice-President
Architectural aluminum store fronts, entrances, windows, curtain walls and automatic door operators	**100**	**COMMERCIAL ALUMINUM Division, Toronto and Calgary** B. R. Leaman, President J. Adams, Vice-President
Cold rollformed aluminum and steel	**90**	**CUSTOM ROLLFORMING COMPANY LIMITED, Toronto** G. Berdan, President
Zinc die cast products	**100**	**CUSTOM ZINC DIE CASTING LIMITED, Toronto** D. Brown, President
Design engineering, structural and marine products	**100**	**DOMINION ALUMINUM FABRICATING LIMITED, Mississauga** M. R. Maynard, President A. Poxon, General Manager
Commercial and institutional windows and specialty architectural systems	**100**	**DOMINION BRONZE LIMITED, Winnipeg, Calgary and Edmonton** J. D. Riley, Chairman C. M. B. Mason, President
Cold rollformed steel and aluminum industrial and agricultural roofing and siding	**100**	**EASTLAND METALS LTD., Mississauga** C. H. Wilson, President G. R. Grant, General Manager
Automotive parts and steel containers	**80**	**FABRICATED STEEL PRODUCTS (WINDSOR) LIMITED, Windsor** T. H. Eansor, President A. W. Eansor, Secretary-Treasurer J. N. Eansor, Vice-President
Automotive bumper recycling and industrial plating	**100**	**FAIRMONT PLATING (ALTA) LTD., Edmonton, Calgary, Regina and Saskatoon** W. Schoonderbeek, Vice-President and General Manager
Automobile bumper recycling	**100**	**FAIRMONT PLATING (MAN) LTD., Winnipeg** E. S. Kynnersley, President
Storm and patio door hardware and aluminum home improvement products	**100**	**FASHION GRILLES Division, Toronto** D. Brown, President R. M. Dyon, Vice-President
Aluminum prime windows and patio doors	**100**	**HIALCO MFG. Division, Port Coquitlam, Kamloops, Kelowna and Nanaimo** K. A. Eggen, President P. Houweling, General Manager
Aluminum storm doors, windows and garden houses	**100**	**INDAL PRODUCTS LIMITED, Rebmec Division, Toronto and Amherst** J. C. Middlebro', President
Aluminum extrusions, surface finishings and fabricated products	**100**	**INDALEX Division, Toronto, Montreal, Calgary and Port Coquitlam** J. D. Macklem, President W. J. MacDonald, Vice-President, Operations K. B. Carruthers, General Manager – Toronto R. E. Smith, General Manager – Montreal M. McNiven, General Manager – Calgary and Port Coquitlam R. D. Smith, Assistant General Manager – Port Coquitlam
Aluminum recycling and billet casting	**100**	**INDALLOY Division, Toronto** J. D. Macklem, President J. Blocha, General Manager

Aluminum ladders	100	**LITE METALS Division, Mississauga** R. A. Englhardt, Manager
Fibreglass boats and aluminum boats and canoes	100	**MARINE Division, Toronto** R. C. Dolphin, General Manager
Wood and vinyl windows	75	**McKNIGHT WINDOW INDUSTRIES LIMITED, Toronto and Ottawa** J. N. McKnight, President R. F. Florian, Vice-President, Production D. R. Williams, Vice-President, Marketing and Sales
Demountable walls and office landscape partitions	100	**RAM PARTITIONS LIMITED, Toronto** J. E. Faveri, President A. W. Stokes, Vice-President
Glass tempering and processing	85	**TEMPGLASS LIMITED, Toronto** I. R. Moore, President W. C. Metcalfe, Vice-President
Residential steel entrance doors	56¼	**THERMA-TRU LIMITED, Toronto** J. N. McKnight, President S. G. Abray, General Manager
Aluminum and wood prime windows, doors, mobile home components and insulating glass units	100	**WESTERN ALUMINUM PRODUCTS, Calgary, Edmonton, Kamloops, Kelowna, Prince George, Regina, Saskatoon, Thunder Bay and Winnipeg** K. A. Eggen, Chairman **CALGARY Division** C. M. Kline, President A. Hawrelak, Vice-President, Finance A. J. Vasilakos, Vice-President, Production **EDMONTON Division** G. G. Orpe, President B. J. Goshko, Vice-President **WINNIPEG Division** G. T. Newsham, General Manager
Cold rollformed steel and aluminum industrial and agricultural roofing and siding and rainwater goods	100	**WESTLAND METALS LTD., Richmond, Calgary and Edmonton** R. B. Leeson, Chairman C. E. Jukes, President E. W. Abercrombie, Vice-President J. Burgess, General Manager – Calgary B. G. Harrison, General Manager – Edmonton

UNITED STATES

Aluminum prime windows and patio doors	60	**ALAMO ALUMINUM CORP., Santa Clara** A. Clark, President R. Hopper, Vice-President
Zinc die cast products	72½	**NORTH AMERICAN DIE CASTING CORP., Fredericksburg** S. H. Ruderfer, President P. Crain, Vice-President
Cut-stock lumber	70	**NORTHWEST WOOD PRODUCTS, INC., Spokane** R. W. Hartz, Executive Vice-President
Aluminum replacement windows	85	**REPLACEMENT PRODUCTS INDUSTRIES CORPORATION, Philadelphia** S. Katz, President
Metal trading	75	**RIO INDAL, INC., Cleveland** N. L. Butkin, President E. J. Henderson, Executive Vice-President
Aluminum extrusions and fabricated products	100	**ROYAL ALUMINUM, INC., Los Angeles** J. B. Teets, President
Wood windows and patio doors	70	**SEALRITE WINDOWS, INC., Lincoln** P. Brown, President
Insulating glass units	70	**SEALTEMP INSULATING GLASS COMPANY, Lincoln** P. Brown, President
Glass tempering and processing	70	**TEMPGLASS, INC., Toledo** I. D. Fintel, President

Location of plants, warehouses and sales offices

43 Number of plants
14 Number of offices/warehouses

Printed in Canada